

Message Text

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43

ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 /018 W
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P 071710Z MAY 75

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC PRIORITY 8040

INFO USDOC WASHDC PRIORITY

UNCLAS SAN SALVADOR 1783

E.O. 11652: N/A

TAGS: BEXP, ES

SUBJECT: BUSINESS CONSULTATION PROGRAM

STATE FOR EB/CBA/OCA

REF: UNCLAS STATE 104370

1. FOOD PROCESSING AND PACKAGING MACHINERY AND EQUIPMENT.
POTENTIAL:
SALVADORAN IMPORTS (THE LATEST AVAILABLE 1973) AMOUNT TO
A SIZABLE \$3,260,000. INQUIRIES INDICATE THAT 1974 IMPORTS
SURPASSED \$5 OULLIONS. THE TREND IS UPWARDS. IN 1973
COMMERCE ORGANIZED A TECHINCAL SEMINAR ON THIS LINE IN GUA-
TEMALA AND COSTA RICA, BASED ON SLIDE PRESENTATIONS AND
VERBAL REPORTS BY THREE U.S. COMPANIES. NO LESS THAN 35
SALVADORAN FIRMS SENT REPRESENTATIVES. IT IS SOMEHTING
IN WHICH A LOT OF PEOPLE ARE INTERESTED.

NAMES OF COMPANIES TO CONSULTED:
CHERRY-BURRZX CORPORATION, CEDAR RAPIDS, IOWA - (ICE CREAM
FREEZER, INGREDIENT FEEDER AND PLATE HEAT EXCHANGER).
THE HOBART MANUFACTURING COMPANY, TROY, OHIA - FOOD
HANDLING EQUIPMENT, SALAD MAKER/MIXER, TENDERIZER
MACHINE).
MANLEY, INC., KANSAS CITY, MISSOURI - (SNACK MAKING
EQUIPMENT).

2. MEDICAL AND HOSPITAL EQUIPMENT

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POTENTIAL:

MINISTRY OF PUBLIC HEALTH:

A. SAN MIGUEL 620-BED REGIONAL HOSPITAL.

B. ELEVEN 70-BED HEALTH CENTERS.

C. THIRTY-SEVEN HEALTH 10-BED UNITS

D. FIFTY-FIVE 3-ROOM HEALTH POSTS.

TOTAL VALUE: \$18 MILLIONS, TO BE FINANCED BY IDB. BIDS

FOR THE PROJECT ARE IN PREPARATION.

HOSPITALES DE EL SALVADOR (FINANCIERA DE INVERSION Y DESARROLLO).

SIXTY-SIX BEDS AND CONSULTING CLINIC FOR 48 DOCTORS.

TOTAL VALUE: \$2,400,000.

NAMES OF COMPANIES TO BE CONSULTED:

HONEYWELL, INC. - DENVER, COLORADO - SURGERY RECORDING SYSTEMS.

BIRD COPORATION, PALM SPRINGS, CALIFORNIA - CARDIO-PULMONARY
EQUIPMENT.

FRIGITRONICS OF CONNECTICUT, INC., SHELTON, CONNECTICUT -
SURGICAL SYSTEMS.

3. THIS EMBASSY RECOMMENDS THAT TRAVEL BE APPROVED FOR

I.PAUL DE PEDRAZA, COMMERCIAL ATTACHE, TO VISIT ALL OR SOME OF
THE ABOVE MENTIONED SUPPLIERS. PEDRAZA CAN TRAVEL BEGINNING
EARLY JUNE.

CAMPBELL

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